

?ds

Set	Items	Description
S1	289	(ONLINE OR ON()LINE OR COMPUTER? OR AUTOMATE? OR ELECTRONI- C? OR DIGITAL? OR DIGITI?) (5N) (AUCTION? OR DUTCHAUTION? OR (- DUTCH OR REVERSE) ()AUCTION? OR BID OR BIDS OR BIDDING)
S2	20	(EXTENS? OR EXTEND? OR AUGMENT? OR ENHANCE? OR TEAM? ? OR - CONVERSION? ? OR NEGOTIAT?) (5N) (AUCTION? OR DUTCHAUTION? OR - (DUTCH OR REVERSE) ()AUCTION? OR BID OR BIDS OR BIDDING)
S3	1	(PRIORIT? OR HIERARCH?) ()RANK?
S4	7401	(REBATE? OR DISCOUNT? OR SPECIAL()OFFER? OR REDUCE? ? OR R- EDUCTION? ? OR MARKDOWN? OR DEDUCTION? OR DIFFERENCE OR SUBTR- ACT? OR MINUS)
S5	1	S4(5N) (WEATHER OR TEMPERATURE? OR ENVIRONMENT? OR EXTERNAL-) (5N) (CONDITION OR CONDITIONS OR EVENT OR EVENTS)
S6	39	((PRICE OR PRICES OR COST OR COSTS) (3N) (WARRANTY OR WARRANT- TIES OR GUARANTEE?) OR UNDERSOLD OR UNDERSELL?)
S7	0	S1(5N) (TOURNAMENT OR TOURNAMENTS)
S8	1	(EXPIRATION? OR EXPIRE? ?) () (CONDITION? ? OR TERM OR TERMS)
S9	0	(HIGHEST(3N)BIDDER? ?) (5N) (REBATE? OR DISCOUNT? OR SPECIAL- ()OFFER? OR REDUC? OR MARKDOWN? OR DEDUCTION? OR DIFFERENCE OR SUBTRACT? OR MINUS)
S10	802	(BUNDLE? OR BUNDLING? OR COMBIN? OR BULK? OR BATCH? OR LOT OR LOTS) (3N) (MERCHANDISE? OR ITEM OR ITEMS OR GOOD? ? OR PROD- UCT? ?)
S11	2	S10(5N) (MANY OR VARIET? OR VARIOUS OR MULTI OR PLURAL? OR - MANY OR SEVERAL OR MULTIPL? OR NUMEROUS) (2N) (SELLER OR SELLER'S OR VENDOR OR VENDORS)
S12	2	S1 AND (S3 OR S5 OR S6 OR S8 OR S11)
S13	4	S3 OR S5 OR S11
S14	4	S13 NOT S12
S15	0	(S1 OR S2) AND TOURNAMENT?
S16	0	S2 AND (S3 OR S5 OR S6 OR S8 OR S9 OR S11)
S17	20	S2 NOT (S12 OR S14)
?		

12/5/1

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00131748 DOCUMENT TYPE: Review

PRODUCT NAMES: CarsDirect.com (774375); Autobytel.com (677761);
CarBargains (055727)

TITLE: Smart Living: Shop'n'Go--We have seen the future of buying a car...

AUTHOR: Claburn, Thomas

SOURCE: Smart Business for the New Economy, v14 n7 p94(3) Jul 2001

ISSN: 1528-4034

HOME PAGE: <http://www.smartbusinessmag.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Many Web sites are simplifying automobile purchases. For preliminary research, the online Kelley Blue Book, Edmunds.com, and Consumer Reports Online Web sites provide invaluable information. For actual purchases, CarsDirect.com allows consumers to price an automobile, finance it, and arrange delivery. The Web site also provides **price guarantees**. Autobytel.com offers similar services, allowing consumers to define options packages. However, Autobytel requires users to enter personal data before they can access price information. CarBargains offers a spin on the CarsDirect and AutoBytel model. Its reverse auction lets consumers submit vehicle requests, with dealers making **bids** for their business. Most **online** automobile services offer limited savings to users, but they simplify the purchasing process for consumers. In 2000, only 5 percent of all new car sales were processed through such services.

COMPANY NAME: CarsDirect.com (669431); Autobytel Inc (637785);

Consumers' Checkbook/Center for the Study of Ser (706761)

DESCRIPTORS: Auto Dealers; E-Commerce; Internet Shopping

REVISION DATE: 20020422

12/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00127756 DOCUMENT TYPE: Review

PRODUCT NAMES: Auctions (840581); B2B Marketplaces (842338)

TITLE: auction anxiety...

AUTHOR: Merlino, Laurel

SOURCE: Upside, p246(6) Oct 2000

ISSN: 1052-0341

HOME PAGE: <http://www.upside.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

While auctions work well in the business-to-consumer (B2C) market, the business-to-business (B2B) model is very different and more complicated. Unlike B2C auctions, which bring buyers and sellers together for simple transactions, B2B auctions provide services such as appraisals, insurance, escrow, financing, and delivery. They also are not driven by **price** alone; quality, availability, **warranty** service, and shipping **costs** also have to be considered in the transaction. Currently, procuring goods through an auction is a problem because spot buying is not a reliable means to obtain

services or goods. Buyers also have to be concerned about confidentiality, price, discovery, and dealing with unknown suppliers. But analysts say that **auctions** and **online** exchanges are not a new business model, but a first step that companies are taking toward genuine dynamic pricing in a liquid market. Vlinx and DoveBid are two companies that have found a way of surviving and expanding in the turbulent e-commerce market. They are doing this by crossing international borders and offering financing, transportation, and inspection services that help companies with global transactions.

COMPANY NAME: Vendor Independent (999999)

DESCRIPTORS: Auctions; B2B Marketplaces; E-Commerce; E-Purchasing

REVISION DATE: 20010423

14/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00137222

DOCUMENT TYPE: Review

PRODUCT NAMES: Weather (830460); Content Providers (830207); Disaster Planning & Recovery (830270)

TITLE: The Web as Safety Net: Weather-Related Catastrophes and Other...

AUTHOR: Keiser, Barbie E

SOURCE: Searcher: Magazine/Database Prof, v10 n1 p68(16) Jan 2002

ISSN: 1070-4795

HOME PAGE: <http://www.infotoday.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Many Web sites that tune visitors in to information about weather- caused catastrophes and other natural disasters are described. The sites highlighted have many foci, including analysis, insurance company-provided information, and research for such events as earthquakes, fire, floods and droughts, hurricanes, landslides and avalanches, tornadoes, lightning, tsunamis, and volcanoes. Sites providing analysis of weather-related and other natural disasters include Climate Prediction Center, which assesses and forecasts impact of short-term climate variations, with an emphasis on enhanced risk of **weather** -related extreme **events** . This data helps **reduce** losses and increase economic gain. The Mid-America Earthquake Center's Web site contains extensive information regarding Regional Damage Synthesis, Network Vulnerability, Engineering Provisions, and Stakeholder Groups, including transportation, building owners, insurance, and construction. USFS Fire Reports' site provides many reports, including Wildland Fire Situation Analysis, Wildland Fire Assessment System, and NIFS Fire News. The Flash Flood Lab at Colorado State University provides a site that focuses on problems and access to information from a multidisciplinary center that conducts applied research and educational activities. The site also provides a communication forum. The Canadian Hurricane Center maintains information regarding current conditions in the Atlantic, and many other resources, while the Lightning Detection site of Global Atmospherics provides news, conference announcements, and industry-specific products and services.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Screen Layouts Charts Tables

DESCRIPTORS: Content Providers; Disaster Planning & Recovery; Emergencies; Weather

REVISION DATE: 20020530

14/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00111598

DOCUMENT TYPE: Review

PRODUCT NAMES: Network Security Services (722961); VirtualVault (722952)

TITLE: Netscape, HP Add Vendors

AUTHOR: Yasin, Rutrell

SOURCE: InternetWeek, v738 p43(2) Oct 26, 1998

ISSN: 0746-8121

HOME PAGE: <http://www.internetwk.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Network security vendors are offering more integrated tools for securing e-commerce applications and servers. Netscape Communications has added to the list of vendors using Netscape products to improve Internet security, with new deals with Check Point Software, RedCreek Communications, and Lintronic. Netscape has revealed its Network Security Services software development kit for vendors who wish to incorporate Netscape's security functions into their own products. Hewlett-Packard is taking a similar approach and has released a new version of its VirtualVault software that works with the Authorization Server package. The integration gives managers the ability to provide business partners and customers with selective access to information and applications through a single, secured Web server. As more companies ramp up their e-commerce operations over the Internet, Netscape is becoming a major strategic partner for **many** security **vendors**. **Combining** their own **products** with Netscape technology lets the **vendors** offer larger enterprises high levels of security.

COMPANY NAME: Netscape Communications Corp (592625); Hewlett-Packard Co (351016)
SPECIAL FEATURE: Tables
DESCRIPTORS: Computer Security; Integration Software; Internet Marketing; Internet Security; Software Marketing; Web Servers; Webmasters
REVISION DATE: 20010430

14/5/3

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00074103 DOCUMENT TYPE: Review

PRODUCT NAMES: OS/2 Warp 3.0 (526576)

TITLE: Significant Impact
AUTHOR: Wohl, Amy D
SOURCE: OS/2 Magazine, v2 n2 p13(2) Feb 1995
ISSN: 1073-1547
HOMEPAGE: <http://www.mfi.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

OS/2 Warp 3.0 was designed to extend the appeal of the OS beyond corporate needs for multitasking, multithreading, and a drag-and-drop graphical user interface (GUI). Such features as the included Internet access module makes the most of multithreading, allowing more than one Internet connection concurrently, to appeal to small businesses and individuals. Other **vendors**, including Novell, plan similar, competing Internet functions. IBM **bundles many** software **products** with OS/2 Warp 3.0, to get the customer up and running quickly. Gaining wide acceptance is problematic because most popular software applications are from third-party vendors. SOHO (small office or home office users) can expect packages from most system suppliers to include hardware, operating system, and a start-up productivity bundle. Nevertheless, slipping of Windows 95's release date is the only factor that could send OS/2, a really excellent OS, hurdling to the top of the market in sales.

COMPANY NAME: IBM Corp (351245)
DESCRIPTORS: IBM PC & Compatibles; Internet Utilities; Operating Systems; OS/2
REVISION DATE: 19950630

14/5/4

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00068300 DOCUMENT TYPE: Review

PRODUCT NAMES: Claris Organizer (522406)

TITLE: Lost in the Info Vortex?

AUTHOR: Oakes, Chris

SOURCE: Computer Currents, v12 n8 p85(4) Sep 6, 1994

ISSN: 8756-0046

RECORD TYPE: Review

REVIEW TYPE: Review

GRADE: A

The Organizer is Claris's new personal information manager (PIM), and it is a winner. Working with Organizer is quick and easy. Organizer has all the standard features such as an agenda module, which supports one-time and recurring appointments, an alarm with a snooze option, and a task module with a **priority ranking** system. The best feature is the Linking ability. Intelligent linking means that Organizer automatically links a contact card to appointments, tasks, and notes that you create. The lack of a projects module, and clumsy data import/export capability are the only drawbacks to this user-friendly PIM.

PRICE: \$99

COMPANY NAME: Apple Computer Inc (114936)

DESCRIPTORS: Appointment Scheduling; Desk Accessories; Personal
Information Management; Time Measurement

REVISION DATE: 19980830

17/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01762423 DOCUMENT TYPE: Product

PRODUCT NAME: LIMITrader (762423)

LIMITrader Securities Inc (665509)
230 Park Ave 7th Floor
New York, NY 10169 United States
TELEPHONE: (212) 499-1390

RECORD TYPE: Directory

CONTACT: Sales Department

LIMITrader from LIMITrader Securities is an online market for trading corporate bonds. It is a Windows-based system that requires no special hardware. LIMITrader enables traders to view offers and **bids** and to **negotiate** with other participants. They can also enter their orders. When participants enter order criteria, the system automatically notifies them when an offering matches their criteria for purchasing or selling. LIMITrader also notifies interested parties, online or via telephone, so they can begin negotiating with one another. Features of the LIMITrader system include anonymity; reverse enquiry list; continuously updated calendar of offerings; fast execution; net price convention; and option to trade on spread, price, or yield variables. LIMITrader offers an easily accessed marketplace and helps traders improve their liquidity.

DESCRIPTORS: Bond Market; Financial Institutions; Internet Marketing;
Investment Analysis; Investment Management; Online Stock Trading;
Securities

HARDWARE: IBM PC & Compatibles
OPERATING SYSTEM: Internet Explorer; Netscape; Windows; Windows NT/2000
PROGRAM LANGUAGES: Not Available
TYPE OF PRODUCT: Micro
POTENTIAL USERS: Corporate Traders, Institutional Investors, Bond Issuers
PRICE: Available upon request

REVISION DATE: 19991130

17/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01100714 DOCUMENT TYPE: Product

PRODUCT NAME: Strategic Sourcing (100714)

Verticalnet Inc (669296)
300 Chester Field Pkwy
Malvern, PA 19355 United States
TELEPHONE: (610) 240-0600

RECORD TYPE: Directory

CONTACT: Sales Department

Strategic Sourcing, offered by Verticalnet (TM), provides users with real-time visibility into enterprise spending across company divisions and information systems. Strategic Sourcing includes analytical reporting, charting, and graphing features, which allow procurement and financial

managers to identify voice purchasing, price optimization and contract purchasing opportunities. Strategic Sourcing also includes an online sourcing component that lets users select suppliers, analyze **bids**, and **negotiate** contracts. The solution also can be tapped in managing supplier performance and in realizing full value from contracts. Tapping Strategic Sourcing's connectivity and category management features, suppliers can connect to the system easily. The eXtended Enterprise Management Foundation feature streamlines integration processes. The system can help firms in lowering indirect materials costs, increasing productivity, speeding sourcing cycles, and reducing inventory. Strategic Sourcing includes demand aggregation supplier qualification, structured **negotiation**, **auction**, **reverse auction**, and **bid** analysis sourcing event features.

DESCRIPTORS: Auctions; Contracts; Decision Support Systems; E-Commerce; E-Purchasing; Extranets; Supply Chain Management

HARDWARE: Hardware Independent
OPERATING SYSTEM: Open Systems
PROGRAM LANGUAGES: Not Available
TYPE OF PRODUCT: Mainframe; Mini; Micro; Workstation
POTENTIAL USERS: Cross Industry
PRICE: Available upon request

REVISION DATE: 020926

17/5/3

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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01053945 DOCUMENT TYPE: Product

PRODUCT NAME: ESTI-MATE (053945)

SPAR Associates Inc (389960)
927 West St
Annapolis, MD 21401 United States
TELEPHONE: (410) 263-8593

RECORD TYPE: Directory

CONTACT: Sales Department

ESTI-MATE (TM) from SPAR Associates works with the vendor's PERCEPTION (R) ship building and repair system, adding **extensive bid** preparation and job costing features. With ESTI-MATE, shipyards can develop accurate estimates and pricing proposals for commercial and government contracts. The system organizes all costs into a work breakdown structure (WBS), which can be linked to ship-building jobs such as painting and piping. Builders can develop and store an unlimited number of proposals and can link their estimates to other PERCEPTION modules and to third-party applications such as AutoCAD and Proteus's Flagship.

DESCRIPTORS: Bid Preparation; Cost Estimating; Equipment Maintenance; Government Contractors; Job Costing; Manufacturing; Pricing; Ship Design

HARDWARE: IBM PC & Compatibles
OPERATING SYSTEM: Windows; Windows NT/2000
PROGRAM LANGUAGES: Not Available
TYPE OF PRODUCT: Micro
POTENTIAL USERS: Ship Building, Ship Repair, Boatyards, Yacht Building, Government Contractors
PRICE: Available upon request; depends upon options chosen and number of users

DOCUMENTATION AVAILABLE: User manuals
TRAINING AVAILABLE: On-site training; training; technical support;
installation
OTHER REQUIREMENTS: PERCEPTION software required
SERVICES AVAILABLE: Newsletters; conversion; consulting; integration;
updates
REVISION DATE: 20011030

17/5/4

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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01008848 DOCUMENT TYPE: Product

PRODUCT NAME: Purchasing Management Extra (PMX) (008848)

Bellwether Software Corp (375,144)
9900 Shelbyville Rd #6B
Louisville, KY 40223 United States
TELEPHONE: (502) 426-5463

RECORD TYPE: Directory

CONTACT: Sales Department

Purchasing Management Extra (PMX) is a complete Web-enabled purchasing system. It includes the following modules: Purchasing (with vendor management, purchase order generation, history and management reports); Receiving (with receipt entry, open/overdue order tracking and vendor performance ratings); Requisitioning (with requisition entry, electronic approvals and automatic conversion to purchase orders); Inventory (with inventory balances tracked at multiple inventory warehouse locations; Request for Quotations (with RFQ generation for selected vendors, vendor bid entry, and conversion of the successful vendor's RFQ to a purchase order); and Accounts Payable Interface (with online matching of invoice to the PO and receipts and transfer of matched invoices to the a/p system for payment). An ad-hoc Report Writer is available for custom reports and inquiries. An Import/Export utility allows transfer of data to and from any mainframe, mini or micro system.

DESCRIPTORS: Billing; E-Purchasing; Order Fulfillment; Purchase Orders;
Purchasing

HARDWARE: IBM PC & Compatibles

OPERATING SYSTEM: NetBIOS; NetWare; UNIX; Windows; Windows NT/2000

PROGRAM LANGUAGES: COBOL

TYPE OF PRODUCT: Micro

POTENTIAL USERS: Cross Industry, Education, Government, Manufacturing,
Finance, Wholesale/Distribution

DATE OF RELEASE: 06/1985

PRICE: Available upon request

NUMBER OF INSTALLATIONS: 250

DOCUMENTATION AVAILABLE: User manuals; tutorials

TRAINING AVAILABLE: On-site training; technical support; training at
vendor location

OTHER REQUIREMENTS: 32MB RAM required

REVISION DATE: 20011130

17/5/5

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00145584

DOCUMENT TYPE: Review

PRODUCT NAMES: E-Purchasing (842257); National Defense (830418)

TITLE: NavSea's ROI Ship Comes In: E-procurement system cuts buying time...

AUTHOR: Hamblen, Scott

SOURCE: Computerworld, v37 n12 p46(1) Mar 24, 2003

ISSN: 0010-4841

HOME PAGE: <http://www.computerworld.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

The Naval Sea Systems Command's (NavSea's) SeaPort e-procurement system, which was launched in April 2001, is described. SeaPort has provided substantial return on investment (ROI) to date. Reaction from users is positive enough to make SeaPort a success in the view of over 300 procurement managers, says the program manager for SeaPort. SeaPort replaces a paper-based system that did not easily allow evaluation of a contractor performance. With SeaPort, the program manager logs into the system and defines requirement for purchasing engineering, logistics, financial, or program management services. When the purchase requisition is formally approved, a contracting officer creates an electronic bidding event and asks for submission of **bids** from a group of contractor **teams**. When **bids** are received and the bidding event closes, NavSea's evaluators use browsers on SeaPort to assess proposals based on various criteria, including past performance by the bidder and the price offered, as well as technical abilities. After final evaluations, the purchase order is issued by NavSea electronically to the winning contractor or contractor group. Commerce One was chosen over nine other vendors to install the e-commerce procurement software, in part because Commerce One's shrink-wrapped software needs little customization.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Charts

DESCRIPTORS: E-Purchasing; Government Contractors; National Defense; Portals

REVISION DATE: 20030730

17/5/6

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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00137465

DOCUMENT TYPE: Review

PRODUCT NAMES: Spend Management 1.2 (091138); PeopleSoft Strategic Sourcing (091146); Ariba Spend Management Suite (091154)

TITLE: E-Sourcing Apps Lead to Time Well-Spent: Verticalnet, PeopleSoft...

AUTHOR: Ferguson, Renee Boucher

SOURCE: eWeek, v19 n9 p18(1) Mar 4, 2002

ISSN: 1530-6283

HOME PAGE: <http://www.eweek.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

VerticalNet's Spend Management 1.2, PeopleSoft's PeopleSoft Strategic Sourcing, and Ariba's Ariba Spend Management Suite are new offerings that improve spending management. The tools should allow companies to integrate

more effectively the process of locating sources of raw materials/goods, negotiate the price for the products, and finish the purchase transactions with electronic settlements. An improved Spend Management module from Verticalnet and the next version of Verticalnet's Metaprise collaborative planning and order management suite will soon be available. Verticalnet Spend Management 1.2 provides a new supplier scorecard and better reporting and analytics that should allow suppliers to view through a Web browser how they measure up to buyer and performance metrics, including real costs as opposed to standard spend. New functions in Metaprise 3.3, which comes from Verticalnet's acquisition of Atlas Commerce, ease the process of approving requisitions and managing purchase orders. Improved logistics functions integrate shipping updates with third-party logistics providers. PeopleSoft will make available its PeopleSoft Strategic Sourcing suite, a collaborative solution that assists in managing intricate **bidding** and **negotiation** steps for procurement of direct goods, services, and large capital expenditures. Ariba Spend Management Suite has new and better software modules for analysis, sourcing, and procurement. In its find-it category, Ariba Analysis collects procurement information and generates reports to assist in locating possible savings.

COMPANY NAME: Verticalnet Inc (669296); PeopleSoft Inc (484521); Ariba Inc (635961)
DESCRIPTORS: E-Commerce; E-Purchasing; Purchasing
REVISION DATE: 20020722

17/5/7

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00135659 DOCUMENT TYPE: Review

PRODUCT NAMES: Supply Chain Management (833444); E-Purchasing (842257)

TITLE: Optimizing supplier selection: Companies trim workflow costs by...
AUTHOR: Harreld, Heather
SOURCE: InfoWorld, v23 n47 p32(1) Nov 19, 2001
ISSN: 0199-6649
HOMEPAGE: <http://www.infoworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Supply costs can be controlled through strategic sourcing, or the process of utilizing Web-based technologies to allow identification, evaluation, and negotiation of a highly advantageous group of trading partners in a streamlined supply chain that cuts costs. For instance, Edward Lewis, assistant director of materials management at Texas Children's Hospital of Houston, Texas, is upgrading to PeopleSoft 8.0, which includes a new strategic-sourcing solution that assists organizations in managing the complicated **bidding** and **negotiation** processes related to procurement. Lewis will send requests for proposals (RFPs) over the Web to vendors for goods and services procured by his office for various health care facilities. Suppliers could also reply online and convert the RFP into a contract, then into a purchase order. Millennium Chemicals uses a solution from B2eMarkets that allows buyers to build a data repository of requests for quotes (RFQs). Millennium's procurement cycle was shortened by reusing stored procurement models, says a spokesperson. Optiant provides PowerChain Architect, which is installed where sourcing and supply chain planning converge to prevent decision-making without adequate data. ICG Commerce, a procurement services provider, announced expansion of its sourcing solution, which automates and optimizes the whole sourcing process.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Charts
DESCRIPTORS: E-Commerce; E-Purchasing; Supply Chain Management
REVISION DATE: 20020330

17/5/8

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00134767 DOCUMENT TYPE: Review

PRODUCT NAMES: Procuri (073075)

TITLE: Reverse Auctions Pictured: Eastman Kodak builds on e-procurement...
AUTHOR: Moozakis, Chuck
SOURCE: InternetWeek, v884 p17(1) Oct 29, 2001
ISSN: 0746-8121
HOMEPAGE: <http://www.internetwk.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Eastman Kodak's e-commerce strategy now includes reverse auctions, in addition to electronic requisitioning for direct and indirect materials. Eastman Kodak is launching an application from Procuri that supports reverse actions globally, says George Sivi, manager of e-commerce for worldwide manufacturing and purchasing. As a tactical matter, Eastman Kodak currently has the foundational tools deployed to allow electronic trade with suppliers. Eastman Kodak now wants to do electronic **negotiation**, which will be enabled by **reverse auctions**. Procuri's technology will allow buyers to announce requirements to vendors, which then bid down their prices until a bid is accepted. Kodak's goal is to have reverse auctions provide a significant portion of overall procurement spending, with perhaps 20 percent of annual purchasing dedicated to reverse auctions. Since Kodak started using Procuri in summer 2001, prices of purchased goods have been reduced as much as 20 percent for many purchases, or 40 percent for others. The pilot evaluation period is now over, and Kodak wants to extend use of the technology to all worldwide facilities to make it available to about 200 commodity buyers. The implementation of 400 planned auctions will be supported by Procurei's self-service architecture, which allows users to hold auctions without an outside facilitator.

COMPANY NAME: Procuri Inc (714062)
SPECIAL FEATURE: Charts
DESCRIPTORS: Auctions; B2B Marketplaces; E-Commerce; E-Purchasing;
Extranets; Manufacturing; Supply Chain Management
REVISION DATE: 20020130

17/5/9

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00132806 DOCUMENT TYPE: Review

PRODUCT NAMES: B2B Marketplaces (842338)

TITLE: e- Negotiations Are In, Price-Only e- Auctions Are Out
AUTHOR: Waxer, Cindy
SOURCE: iSource Business, p72(5) Jun 2001
HOMEPAGE: <http://www.isourceonline.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis

GRADE: Product Analysis No Rating

E-marketplaces have transcended their original purpose of simply bringing together buyers and sellers. In the original model, participants still had to screen potential partners, make their own RFQs, and negotiate contracts independently. Before the e-marketplace could become truly entrenched, it was necessary for a deeper level of collaboration to be established. Recent e-negotiation tools have accomplished that goal. Companies like Moai Technologies, B2eMarkets, Baybuilder, and eBreviate all offer tools that help buyers and sellers address issues such as discounts, delivery dates, shipping, customer support, and financing options. These tools usually allow buyers to negotiate with multiple suppliers simultaneously, which results in time savings. This is a step past the traditional online auction model, in which price is the only factor and the lowest **bid** wins. In an e-**negotiation** environment, the focus may be on increased quality or performance, rather than just price.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: B2B Marketplaces; E-Commerce; Models
REVISION DATE: 20011130

17/5/10

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00130376 DOCUMENT TYPE: Review

PRODUCT NAMES: Pricing (830292)

TITLE: How Low Can You Go? If you're smart, you'll decide your online...
AUTHOR: Kalin, Sari
SOURCE: Darwin Magazine, v1 n7 p82(7) Apr 2001
ISSN: 0894-9301
HOMEPAGE: <http://www.darwinmag.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

A discussion of online pricing strategies looks at dynamic pricing (the ability to change prices on the fly), which will not replace fixed prices but will become more widely used in business-to-business (B2B) e-commerce. By 2004, says a market research company, 20 percent of B2B e-commerce transactions in the U.S. will incorporate some type of dynamic pricing, whether **auctions**, requests for quotes, online price **negotiation**, and other methods. Suppliers that want to experiment with dynamic pricing generally begin by selling surplus or discontinued merchandise in an English-type auction, where buyers bid up prices as the auction goes forward. English auctions can help companies obtain her prices than with other methods of sale, as long as there are sufficient bidders. However, in the long term, English auctions can be damaging to a company bottom line because customers may begin to expect that prices will drop if they wait longer to bid. Reverse auctions may be even more worrisome for sellers, since they make buyers more sensitive to price. the airlines seem to have gotten it right with revenue management, which is a 'scientific way of calculating prices to maximize profits' based on models of customer demand, price sensitivity, margins, and other sales considerations.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: Auctions; B2B Marketplaces; E-Commerce; Pricing
REVISION DATE: 20010730

17/5/11

00129761 DOCUMENT TYPE: Review

PRODUCT NAMES: eBay Storefronts (044229)

TITLE: Ready to Rumble: eBay plans storefronts to challenge Amazon.com...
AUTHOR: Spangler, Todd
SOURCE: Interactive Week, v8 n13 p11(3) Apr 2, 2001
ISSN: 1078-7259
HOME PAGE: <http://www.interactive-week.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

eBay is now planning to expand beyond its auction site with storefronts that compete with Amazon.com and Yahoo!. E-Bay Storefronts will be an e-commerce hosting service for those seeking to establish standard online stores that sell products with fixed prices, as well as offering auction-based listings. In January 2001, eBay registered ebaystorefront.com and ebaystorefronts.com as domain names, but neither is live yet. Storefronts is a key element of eBay's strategy because it will help extend eBay's auction power to other areas of e-commerce by 'further locking buyers and sellers into its system.' Amazon and Yahoo! are eBay's targets, since both offer auctions and e-storefront hosting to large and small firms. Jeff Jordan, senior VP and general manager of eBay in the U.S., is heading up the e-Bay Storefronts initiative. eBay is considering various pricing models, including a static fee for each transaction, a percentage of merchants' gross merchandise sales, and a flat-rate monthly fee. A spokesperson for Yahoo! says Yahoo! has strength in the e-commerce services provider space because parts of its site that are not centered on commerce still propel users to commerce sites. Some analysts note that a fixed-price e-storefront business would be a logical expansion for eBay, since many small companies use eBay for a finite percentage of their transactions.

COMPANY NAME: eBay Inc (658545)
SPECIAL FEATURE: Charts Graphs
DESCRIPTORS: Auctions; E-Commerce; Internet Marketing; Retailers
REVISION DATE: 20010930

17/5/12

00129076 DOCUMENT TYPE: Review

PRODUCT NAMES: Dispute Resolution (844373); Internet (833029)

TITLE: Settle This: Which technology resolves disputes best?
AUTHOR: Grebb, Michael
SOURCE: Business 2.0, v6 n6 p46(2) Mar 20, 2001
ISSN: 1080-2681
HOME PAGE: <http://www.business2.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

A discussion of online dispute mediation technology begins with the experience of a retiree who got a bad (and smelly) deal when he purchased and paid for an expensive, but mildewed, Charles Eames leather chair on

eBay. He filed a grievance with SquareTrade, a startup that assists in dispute resolution on eBay. An online mediator, who was a real person who sent e-mails to buyer and seller, resolved the dispute by getting the happy retiree a refund for the cost of cleaning the chair. Mediation is popular for online dispute resolution, since \$657 billion back and forth through Internet transactions around the world. Mediation will also expand at the same rate that the number of online transactions increases. Currently, dispute resolution is estimated to be a \$200 million a year industry, but how much of that would migrate to online mediators is not known. Online mediators say easier dispute resolution can only speed quicker adoption of e-commerce in business and consumer markets. However, the technologies that work best for mediation are still the subject of debate. Some use online chat or e-mail, while others would like more automated features. For instance, Cybersettle.com offers an automated blind bid system for negotiation of settlements when liability has been determined. If buyers' and sellers' bids are within 30 percent of each other, Cybersettle averages it out and settles the claim. Various 'Web judge' sites and providers are described.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts
DESCRIPTORS: Consumer Protection; Internet; Internet Shopping; Legal
REVISION DATE: 20010530

17/5/13

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00128882 DOCUMENT TYPE: Review

PRODUCT NAMES: Mail Service (838641)

TITLE: Pushing the Envelope: Facing financial troubles, the Postal Service..

AUTHOR: Wasserman, Elizabeth

SOURCE: Industry Standard, v4 n9 p70(6) Mar 5, 2001

ISSN: 1098-9196

HOME PAGE: <http://www.thestandard.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

As the U.S. Postal Service ramps up to compete as an e-commerce provider, the organization faces opposition from such competitors as UPS and other delivery services that 'want to limit the agency to the letter business.' Deputy Postmaster General John Nolan, for instance has approved a project to begin in April 2001 that will allow the 41 million Americans who move each year to make their changes-of-address official on the Web. Customers could update their postal addresses and notify credit card companies, utilities, and magazines of the new addresses. The site would likely generate large advertising dollars from national companies, which would get the opportunity to link their services and market coupons to the site. Nolan is among the many who say that the U.S. Postal Service (USPS) is a sinking ship and can only be rescued by leveraging Internet-enabled services and products. However, competitors say USPS, because it has a 'government-sanctioned monopoly on mail delivery,' is seeking a still stronger unfair advantage in the online market. Among many topics discussed are the increasing opportunities to use the Internet to provide government services at all levels; the post office's shrinking market for some types of snail-mail; and Nolan's efforts to bolster USPS's market appeal with such new online services as electronic postmarks for enhanced e-mail delivery, stamp auctions on eBay, online bill-paying, Stamps Online, and MoversGuide.com.

COMPANY NAME: Vendor Independent_ (999999)
SPECIAL FEATURE: Charts Graphs
DESCRIPTORS: E-Commerce; E-Postage; EFT (Electronic Funds Transfer);
Freight Handling
REVISION DATE: 20020630

17/5/14

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00128444 DOCUMENT TYPE: Review

PRODUCT NAMES: Bid.Com (016373); MobShop.com (789178)

TITLE: Sold on an Old Idea: Though dynamic pricing has been around for...
AUTHOR: Jaroneczyk, Jennifer
SOURCE: Internet World, p22(2) Feb 15, 2001
ISSN: 1097-8291
HOMEPAGE: <http://www.iw.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Such business-to-consumer (B2C) sites as eBay are creating a resurgence in the old dynamic pricing model, but the real growth in dynamic pricing is expected in the business-to-business (B2B) markets. According to an analyst, 'B2B needs to provide remarkably improved services to the site than users get on the traditional channels. It needs to provide a real incentive.' Three roadblocks impeding B2B auctions are the need for improved services; inability to bring buyers and suppliers to the table; and the always difficult problem of building confidence in the platform and that the Internet is a safe place to conduct transactions. Companies trying to address these issues are Bid.com and Mobshop.com. Bid.com provides hosting and other services while Mobshop creates technology that applies demand aggregation to combine orders from more than one buyer into larger, high-volume transactions. These transactions increase buyer purchasing powers, speed sales, and **enhance** B2B market liquidity. Bid .com and Mobshop both use the English auction dynamic pricing model, in which supply and demand are governed by buyers and sellers. Network auctions provide software solutions to e-commerce sites that want to add auction components, while reverse auctions and group buying allow customers to set prices.

COMPANY NAME: Bid.Com International Inc (688011); MobShop Inc (674273)
DESCRIPTORS: B2B Marketplaces; E-Commerce; Pricing; Web Hosting
REVISION DATE: 20010430

17/5/15

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00126236 DOCUMENT TYPE: Review

PRODUCT NAMES: ASP (Application Service Providers) (841242); B2B Marketplaces (842338)

TITLE: At your service: Enterprises take advantage of the ASP hosting...
AUTHOR: Grygo, Eugene
SOURCE: InfoWorld, v22 n40 p36(2) Oct 2, 2000
ISSN: 0199-6649
HOMEPAGE: <http://www.infoworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Companies moving into e-business are also strengthening partnerships and creating networked computing environments in which 'lines separating vendor from end-user are blurring.' This trend is evidenced by the increasing emergence of trading exchanges, 'rationalized' and automated supply chains, and online links to customers. Hosted services have emerged to support such encompassing business models. These allow companies to link more closely with customers, aggregate customer demand, and 'take forecasting inside.' Eastman Chemical, Chase Manhattan Bank, and Ford Motor are all implementing hosting strategies and creating frameworks for a new world of collaborative commerce. Eastman uses LiveExchange technology for its EastmanMarketplace.com private exchange, an **auction** site for buyers that **negotiate** with Eastman to purchase customized polymer products that are not easily procured in more public venues. Chase Manhattan gives customers online access to in-house-developed Workspace software, and I-vault, an imaging application for check processing that has been extended to other bank documents. Chase expects application hosting to 'help Chase and other enterprises do business in ways they haven't before,' including extension of in-house developed software to customers. Ford hosts an application for lawyers collaborating on the creation of the Covisint auto industry exchange.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: ASP (Application Service Providers); B2B Marketplaces;
Business Models; Web Hosting
REVISION DATE: 20020227

17/5/16

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00125069 DOCUMENT TYPE: Review

PRODUCT NAMES: Auctions (840581); B2B Marketplaces (842338)

TITLE: Sold! on online auctions
AUTHOR: Mitchell, Lori
SOURCE: InfoWorld, v22 n32 p41(3) Aug 7, 2000
ISSN: 0199-6649
HOMEPAGE: <http://www.infoworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

An in-depth discussion of hosted and installed online auction solutions points out that online auctions allow companies to jettison excess and used inventory while regaining some costs, create new sales opportunities, and lowers transaction completion time. However, some solutions are not integrated with procurement systems. Costs for online auction implementation can vary wildly, based on type of auction or provider. In addition, IT staff may face more demand for internal, installed implementations. Online auctioning models available include existing e-marketplaces, easy- to-use hosted solutions, internally deployed systems, and in-person auctions with concurrent Webcasting. Major industries conducting online auctions include medicine, construction, transportation, and insurance. Fortune 1000, Global 2000, and manufacturing companies gain the best return on investment because online **auctions** allow price **negotiation** and provide a way to unload unwanted inventory, and obsolete, perishable, refurbished, returned, discontinued, and used items. Auction types available include forward, reverse, live Webcast,

multidimensional/complex negotiation , auction portal -marketplaces, English and Dutch open auctions, closed (by-invitation-only) auctions, and private business-to-business (B2B) auctions. To ensure that the most effective auction model is chosen, a company should find sites that are amicable to buyers and should also seek out sites that provide brokers that can assist in completing a transaction.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts Screen Layouts
DESCRIPTORS: Auctions; B2B Marketplaces; E-Commerce; Internet Marketing
REVISION DATE: 20010430

17/5/17

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00123955 DOCUMENT TYPE: Review

PRODUCT NAMES: ProPay.com (003336)

TITLE: Electronic payments get personal
AUTHOR: Rosen, Cheryl
SOURCE: Information Week, v788 p43(2) May 29, 2000
ISSN: 8750-6874
HOMEPAGE: <http://www.informationweek.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

ProPay's ProPay.com, an online, Web-accessible person-to-person e-commerce payment system, aims to allow any two people to exchange funds from any location at any time of day or night. ProPay would allow any participant to fill out a set of documents and obtain approval online to receive credit card payments. People will be able to transfer money between personal digital assistants (PDAs), and wireless transmission support will eventually be augmented with other applications, including online auctions. Customers initiate the process by signing up for credit approval on ProPay's Web site, just as merchants do. When approved, buyers from online auction sites pay ProPay via credit card, but their credit card information is not given to the seller. ProPay guarantees payment to sellers within two days. ProPay's fee is 35 cents plus 3.5 percent of the transaction, and it also holds the money for two days, earning interest on it during that time period. According to analysts and Brad Wilkes, founder and CEO of ProPay, this fee is appropriate for a secure, global, personal electronic payment system. ProPay has completed two rounds of venture funding and plans an IPO. ProPay.com's activities rely on a proprietary online account underwriting and risk-assessment system. The system identifies the person requesting an account, authenticates the credit card numbers, and evaluates the requesters credit rating.

COMPANY NAME: Propay.com (681822)
DESCRIPTORS: Auctions; Credit Cards; E-Commerce; EFT (Electronic Funds Transfer); Internet Shopping
REVISION DATE: 20000830

17/5/18

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00111720 DOCUMENT TYPE: Review

PRODUCT NAMES: Netscape Process Manager 1.0 (716715)

TITLE: Netscape Targets Extranet Workflow
AUTHOR: Bekker, Scott
SOURCE: ent, v3 n15 p42(2) Sep 23, 1998
ISSN: 1085-2395
HOME PAGE: <http://www.entmag.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Netscape Communications' Netscape Process Manager 1.0 is designed for customers who want to expand their **bidding**, contract **negotiation**, and customer management processes to clients and partners over an extranet. Most conventional workflow products are not World Wide Web-based, says Netscape, a design that halts automation at the corporate firewall. Process Manager should allow companies to extend internal processes to corporate customers. Analysts laud Netscape's strategy, since Process Manager is the first product of its kind. It is specifically for inter-company communication, and Netscape is not competing head to head with powerful vendors of workflow process software. Most vendors in the workflow arena plan products that extend outside the company firewall, but have not yet followed through. Netscape Process Manager allows a Netscape user to digitally complete non-structured processes that change frequently and are conducted by changing personnel. Netscape will use the product to automate billing with outside vendors, including Netscape's law firm. The law firm will begin submitting monthly bills via a Process Manager-automated process. With Process Manager, administrators define a business process in a visual design tool using reusable drag-and-drop components that are graphically connected with arrows. Process definitions are stored in an Lightweight Directory Access Protocol (LDAP) server.

COMPANY NAME: Netscape Communications Corp (592625)
SPECIAL FEATURE: Screen Layouts Charts
DESCRIPTORS: Bid Preparation; Contracts; Customer Service; Electronic Customer Service; Extranets; Intranets; Workflow
REVISION DATE: 20011130

17/5/19

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00110935 DOCUMENT TYPE: Review

PRODUCT NAMES: C (800012)

TITLE: NEC extends C language in bid to speed design
AUTHOR: Cataldo, Anthony
SOURCE: Electronic Engineering Times, v1016 p1(2) Jul 13, 1998
ISSN: 0192-1541
HOME PAGE: <http://www.eet.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

NEC has developed a new approach to behavioral-synthesis design using its internally developed language, which is based on C. The Cyber language can be used to take a significant amount of time off of the design process, and can give anyone with C experience the ability to become a logic designer. The Cyber language is not yet being offered to outside customers, although NEC's ultimate goal is to do so. Currently, NEC is using Cyber for part of its internal logic design. NEC developed Cyber to address the deep-submicron design crunch that device engineers suffer, as they try to

put more functions on a chip while still reducing the design cycle. Because there is so much data moving into downstream design phases, the limits of existing design tools are being stretched. NEC uses the C language and C extensions instead of VHDL or Verilog, and as a result, development of both hardware and software are able to overlap at several stages. C code can be interchanged between the program and hardware-operation algorithm stage, for example. Another advantage is that it needs less circuitry real estate, and it can add complicated functions normally reserved for firmware.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: C; CAD; CAD CAM; CAE; Circuit Design; Electrical Engineering;
Electronics; Programming Languages
REVISION DATE: 20001230

17/5/20

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00090641 DOCUMENT TYPE: Review

PRODUCT NAMES: Company--Thomson & Thomson (862967); Company--Thomson West
(856614)

TITLE: Thomson Corporation Acquires West Publishing
AUTHOR: Griffith, Cary
SOURCE: Information Today, v13 n4 p1(3). Apr 1996
ISSN: 8755-6286
HOMEPAGE: <http://www.infotoday.com>

RECORD TYPE: Review
REVIEW TYPE: Company

Canadian legal publisher Thomson & Thomson announces a \$3.425 billion buyout of West Publishing Company. The buyout is attracting considerable attention by analysts and others as one of the largest buyouts in the history of publishing. Many view the acquisition as symptomatic of a current trend among communications corporations to consolidate. Others express concern at the size of the merger. Overall the motive behind the deal is interpreted as a **bid** by Thomson to acquire the **extensive** state-of-the-art publishing resources controlled by West. Despite the size of the consolidation, there is little evidence to suggest that anti-trust violations might exist. Many suggest that the merger will lead to better services for customers.

COMPANY NAME: Thomson & Thomson (517208); Thomson West (443344)
DESCRIPTORS: Law Firms; Legal; Software Marketing
REVISION DATE: 20030428